

Technical Sales Representative

Reports to: VP Sales and Customer Support

Type of contract: Permanent

Start date: ASAP

About us

Lunaphore Technologies is a company born with the vision of accelerating cancer research by making spatial biology mainstream in every research laboratory. We build solutions that simplify technology adoption for discovery and translational research laboratories and empower researchers to develop better-targeted treatments for cancer and other diseases.

To strengthen the Sales function, we are looking for a highly motivated and dynamic individual to join our team!

Your Missions

- Building long-term relationships with distribution partners and customers to drive sales objectives and exceed targets
- Developing and executing regional and account-specific sales strategies
- Training and supporting distribution partners and adequately operating the setup and implementing assays
- Performing on-site and remote demos and running basic staining assays
- Working closely with the sales, support, marketing teams, and stakeholder functional departments to provide a high-quality customer experience
- Attending conferences and customer meetings and presenting the product and applications
- Understanding all the technical aspects of the product on the device side as well as on the application side
- Frequent travels to customer sites (50-80%) are required
- Responsible for: France, Benelux, Switzerland, Italy, Spain, and Portugal

Your ideal profile

- You have a biology background: Bachelor's, Masters or Ph.D. degree in Biology, Life sciences, Bioengineering, Medicine, or a background allowing you to understand the product's applications
- 5+ years experience in technical sales roles in life sciences research market
- Entrepreneur's mindset, resilience, long-term vision, and understanding of the spatial biology market
- Experience dealing with academia/biopharma players in immuno-oncology / neurosciences segments
- Experience in assisting and managing distributors is a plus
- In-situ techniques, including immunohistochemistry, immunofluorescence, in-situ hybridization, and similar techniques and technologies, are an asset
- You are hands-on and feel confident testing assays in a laboratory environment. You are skilled in managing technical work in the field
- Proven track record in Life Science/Diagnostics sales and account management
- Clean Full Driving License

What we offer

- A dynamic company where you can have a real impact
- An environment where you will be able to grow both professionally and personally
- Collaborate every day with a young, interactive, and motivated team
- A diverse and international working environment

Are you passionate about making spatial biology mainstream and empowering researchers? Us too!

Send us your complete application through human.resources@lunaphore.com